7/18/85
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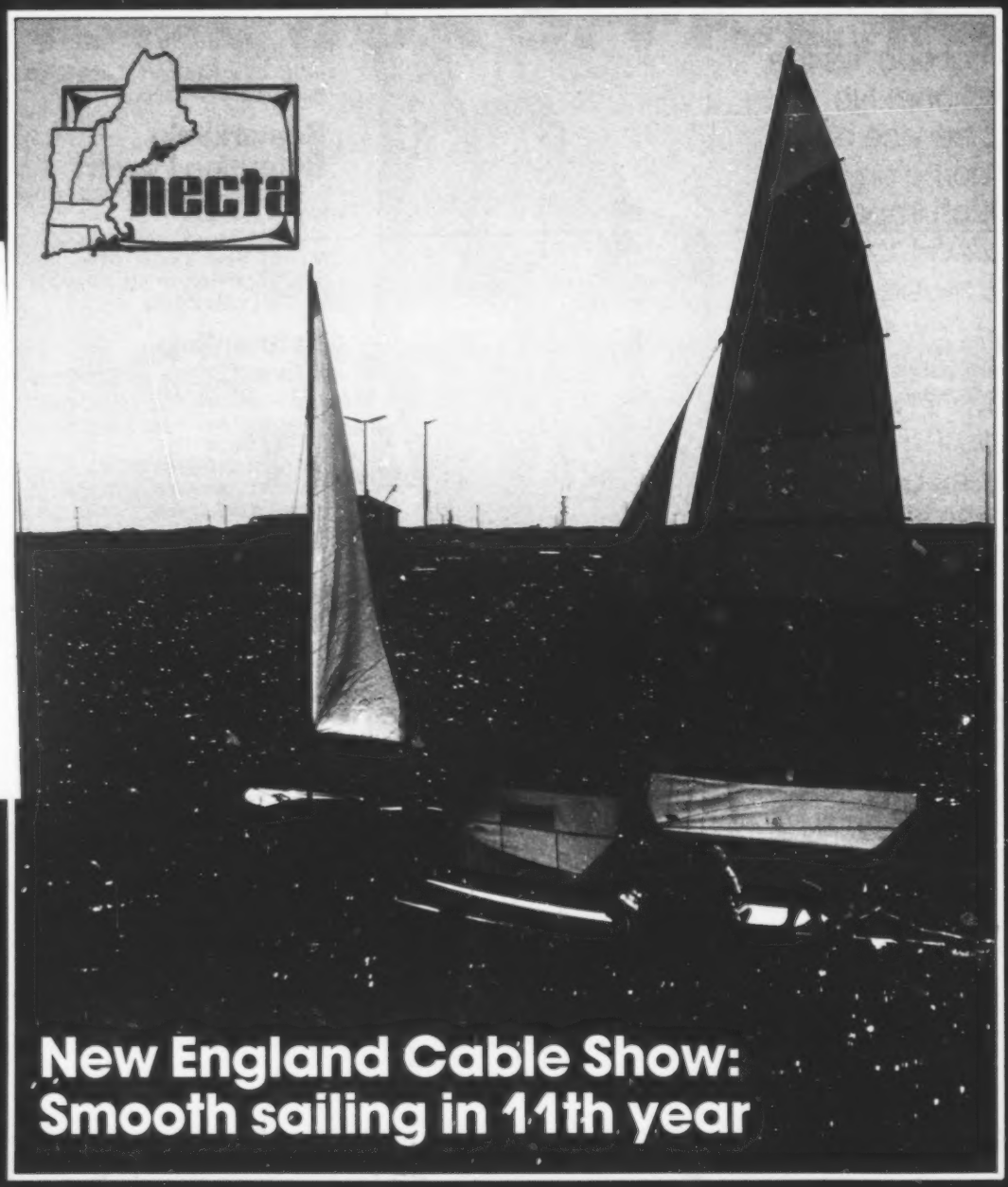
- Tribune weighing sale of cable properties
- ATC and TCI combine forces in Kansas City
- D.C. council accepts most scalebacks in cable contract
- FCC to affirm courts are forum for franchise fee disputes

The New MSOs: Coping in a sellers' market

CableVision™

The news and features weekly of the cable television industry

July 15, 1985



New England Cable Show: Smooth sailing in 11th year

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Leading the Week

Tribune eyes sale

The Tribune Co. is discussing the possible sale of its cable television subsidiary to Douglas Dittrick, president of the division. The subsidiary has been valued at more than $200 million.....11

Financing set for Storer buyout

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TCI, ATC form partnership

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Jones check-list

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Favorable action likely

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Removed from fee disputes

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Harder task for Turner

Ted Turner has admitted that CBS' proposed stock buy-back plan would make it "difficult, if not impossible," for his hostile bid for CBS to succeed.....15

Cleveland field narrows

The contenders for the Cleveland cable franchise are down to two in the wake of the withdrawal of Cleveland Cable from the picture. The city is scheduled to award the 218,000-home franchise July 22 16

Slaight makes deal

Slaight Communications has bought 85 percent of Standard Broadcasting's 5.9 million shares. Purchase price for the deal was about $95 million.....15

Most concessions granted

The Washington, D.C., City Council has passed legislation granting most of the concessions requested by District Cablevision Inc. The council did reject a provision limiting installation costs per revenue producing unit 17

Complaint ordinance outlined

In wake of Jones Intercable's unilateral rate deregulation in Castro Valley, Calif., the county board of supervisors has passed an ordinance outlining how the firm must handle consumer complaints 18

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In separate proceedings, the Federal Communications Commission has ruled that utilities in two states charge unreasonable rates for cable television pole attachments. The utilities were ordered to make refunds to the cable operators ...18

Book Channel airs

Envisioned as the forerunner to a possible 24-hour basic cable service, the Book Channel made its debut July 1. The daily hour show, combining marketing, interview and feature elements, is being received in areas of New York, Boston and Chicago.....21

Cover story

A record turnout is expected July 15 when the New England Cable Television Association opens its annual convention in Hyannis, Mass. Over 1,000 industry officials are expected to attend the three-day event.

Feature story

In an environment dominated by conglomerate-type MSOs, there is still an opportunity for enterprising entrepreneurs to acquire cable systems. And while many of the prospects have been gobbled up in the past few years, there remain bargains to be found in "yesterday's systems."

Review 22

CBN's recent presentation of the System ACE Awards was professional in all the wrong ways, according to reviewer Robert DiMatteo. The "pseudo-slick" presentation failed to communicate to viewers the power and potential of local cable.

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Cable Industry Growth Chart

YEAR	TVHH	Homes Passed	Basic Subscribers	% of TVHH	Pay Subscribers	% of TVHH
1990E	93,900,000	81,783,000	50,706,000	54	32,959,000	35
1989E	92,800,000	79,109,000	48,256,000	52	30,883,000	33
1988E	91,000,000	75,833,000	45,500,000	50	28,665,000	32
1987E	89,300,000	71,137,000	41,971,000	47	26,022,000	30
1986E	87,800,000	68,121,000	39,510,000	45	24,101,000	27
1985E	86,000,000	64,500,000	36,120,000	42	21,672,000	25
1984	84,600,000	59,989,000	32,994,000	39	19,764,000	23
1983	83,500,000	53,641,000	30,300,000	36	17,877,000	21
1982	82,800,000	49,100,000	28,200,000	34	15,898,000	19
1981	80,700,000	44,000,000	22,596,000	28	11,804,000	15
1980	77,800,000	37,300,000	18,672,000	24	7,780,000	10
1979	76,300,000	32,700,000	16,023,000	21	5,340,000	7
1978	74,500,000	27,200,000	14,155,000	19	2,980,000	4
1977	73,300,000	24,894,000	13,194,000	18	1,460,000	2
1976	71,114,000	21,989,000	12,094,000	17	505,000	1
1975	69,600,000	19,900,000	11,136,000	16	N/A	N/A

Source: CableProFile Data Base, INTERNATIONAL COMMUNICATIONS RESEARCH

Cable barometer

Television households (TVHH) 84,233,330

Homes passed by cable (HP) 58,274,000

Percent of TVHH passed by cable 69.2%

Basic cable subs 32,761,000

Percent of TVHH with basic cable 38.9%

Percent of HP with basic cable 56.2%

Pay cable subs 19,624,000

Percent of TVHH with pay cable 23.3%

Percent of HP with pay cable 33.7%

Percent of basic subs with pay cable 59.9%

Figures are as of Aug. 31, 1984.
Source: CableProFile Data Base, INTERNATIONAL COMMUNICATIONS RESEARCH

Satellite lineup

Satcom III-R (RCA Americom)	Transponder
Arts & Entertainment	24
BET	20
CBN Cable Network	8
Cinemax (West)	23
CSN (Cable Sports Network)	4
C-SPAN	19
Dodgervision	5
Eternal Word Television Network	18
Financial News Network	4
Genesis Storytime	6
HBO (West)	13
HTN	18
The Learning Channel	16
Lifetime	17
MSN—The Information Channel	22
MTV	11
National Jewish Television	18
Nickelodeon	1
PTL	2
Reuter Monitor Service	15
Seeburg/Lifestyle Music	3
Showtime (West)	10
SPN	6
The Learning Channel	16
Trinity Broadcasting Network	3
USA Cable Network (during blackout)	9 22
Video Hits One	15
The Weather Channel	21

Satcom IV (RCA Americom)	Transponder
American Movie Classics	10
Biznet	6
Bravo	2
Cable Sports Network	3
Home Sports Entertainment	11
Madison Square Garden	6
National Christian Network	7
New England Sports Network	13
Nickelodeon (West)	4
Nostalgia Channel	21
Odyssey	23
The Playboy Channel	12
The Prime of Life Network	7
The Silent Network	16
SportsVision	9
WPIX—New York	19

Westar III (Western Union)	Transponder
CNN	5

Westar IV (Western Union)	Transponder
Atlantic City Horse Racing	6
Cable News Network (CNN)	16
Catholic Telecommunications Network of America	11
Public Broadcasting Service	15, 17, 21, 23
Texas State Network	2
Word of Faith Satellite Network	6

Westar V (Western Union)	Transponder
Fantasy Unrestricted Network (FUN)	24
FUN Weekend Pay-per-view	24
The Meadows Racing Network	22
Pro-Am Sports System (PASS)	14
The University Network	2

Comstar D-4 (AT&T/GTE)	Transponder
American Extasy	19
Country Music Television (CMTV)	18
KTVT (Dallas)	22
SelecTV	13

Galaxy I (Hughes)	Transponder
CBN Cable Network	11
Cinemax (East)	19
CNN	7
CNN Headline News	8
C-SPAN	13
The Discovery Channel	22
The Disney Channel (East) (West)	4 24
EPG	3
ESPN	9
GalaVision	20
HBO (East)	21
Home Team Sports	12
Keyfax National Teletext Magazine	18
The Movie Channel (East) (West)	10 14
The Nashville Network	2
PTL	17
Showtime (East)	5
SIN	6
WGN	3
WOR-TV	15
WTBS	98

Spacenet I (GTE)	Transponder
ACTS	15

Aurora F3 (Alascom)	Transponder
Alaska Satellite Television Project	24
Learn/Alaska Television Network	20
NASA Contract Channel	13

Note: A company name in parentheses following a service or network designates the transponder owner.
Source: International Thomson Communications Inc.

Top 100 MSOs

Rank	Multiple system operator		
1	Tele-Communications, Inc.	3,660,938	(3/85)
2	American Television and Communications Corp.	2,500,000	(2/85)
3	Group W Cable	2,093,794	(3/85)
4	Cox Cable Communications	1,521,667	(3/85)
5	Storer Cable Communications	1,500,000	(3/85)
6	Warner Amex Cable Communications, Inc.	1,204,000	(3/85)
7	Continental Cablevision	1,033,000	(4/85)
8	Times Mirror Cable Television, Inc.	978,340	(3/85)
9	Rifkin & Associates	910,190	(4/85)
10	United Cable Television	806,000	(3/85)
11	Viacom Cablevision	800,000	(4/85)
12	UA-Cablesystems Corp.	713,000	(4/85)
13	Sammons Communications, Inc.	659,716	(4/85)
14	Cablevision Systems Development Co.	596,799	(3/85)
15	Rogers Cablesystems, Inc.	589,357	(4/85)
16	Comcast Cable Communications	481,000	(3/85)
17	Jones Intercable Inc.	473,337	(4/85)
18	Telecable Corp.	453,094	(3/85)
19	Heritage Communications, Inc.	447,192	(3/85)
20	McCaw Communications	382,000	(3/85)
21	Capital Cities Cable, Inc.	375,000	(4/85)
22	Wometco Cable TV, Inc.	301,009	(4/85)
23	Centel Cable Television Company	300,000	(4/85)
24	Prime Cable Corporation	292,405	(3/85)
25	Daniels & Associates	287,457	(3/85)
26	TCA Group	270,611	(3/85)
27	Multivision Cablevision, Inc.	268,397	(3/85)
28	American Cablesystems Corporation	258,800	(4/85)
29	Cable Vision Industries	256,342	(3/85)
30	Falcon Cable	245,000	(6/85)
31	MacLean Hunter Cable TV Ltd.	244,606	(3/85)
32	Scripps-Howard	234,742	(3/85)
33	TeleScripps	219,714	(3/85)
34	Colony Communications, Inc.	213,601	(3/85)
35	Tribune Cable Communications	198,020	(4/85)
36	Rollins Cableview, Inc.	194,389	(3/85)
37	Adelphia Communications	194,343	(4/85)
38	Century Communications Corporation	192,023	(8/84)
39	Service Electric Cable T.V., Inc.	189,500	(4/85)
40	Communications Service, Inc.	179,000	(12/84)
41	Tele-Media	172,438	(8/84)
42	TKR Cable	159,000	(3/85)
43	Western Communications	154,086	(3/85)
44	Cablentertainment	149,873	(4/85)
45	Adams-Russell Communications	143,173	(3/85)
46	Harte-Hanks Communications	140,569	(3/85)
47	McDowell Group	139,585	(12/84)
48	Hansen Communications Corporation	132,649	(10/84)
49	Sutton Capital Group	127,098	(3/85)
50	Buckeye Cablevision	121,000	(2/85)
51	Midwest Video Corporation	118,102	(12/84)
52	Harris Cable Corporation	117,827	(3/85)
53	Televents, Inc.	111,743	(3/85)
54	Lenfest Group	111,388	(3/85)
55	Armstrong Utilities	110,988	(3/85)
56	Greater Media	103,139	(4/85)
57	Summit Communications, Inc.	97,787	(3/85)
58	Communications Systems, Inc.	94,655	(4/84)
59	Multi-Channel TV Company	93,657	(3/85)
60	Cencom Cable Associates, Inc.	91,587	(4/85)
61	Perry Cable TV Corporation	86,621	(3/85)
62	U.S. Cable Corporation	85,000	(3/85)
63	King Videocable Company	84,929	(3/85)
64	McClatchy Newspapers	83,183	(3/85)
65	The Essex Group	83,000	(6/85)
66	WEHCO Video, Inc.	80,199	(3/85)
67	Cable Management Associates, Inc.	77,030	(3/85)
68	Palmer Communications, Inc.	76,423	(3/85)
69	Sonic Communications	74,316	(4/85)
70	Midcontinent Cable Systems Company	73,867	(3/85)
71	Omega Communications	73,677	(3/85)
72	Bosch Communications Company	71,364	(3/85)
73	Susquehanna Broadcasting	69,751	(3/85)
74	Panov Services, Inc.	67,133	(3/85)
75	Acton Corporation	63,274	(1/85)
76	Media General Inc.	61,037	(3/85)
77	Clear T.V. Cable Associates, Ltd.	59,488	(4/85)
78	Sellcom Communications	58,823	(4/85)
79	Marsh Media	56,745	(3/85)
80	Omni Cable T.V. Corporation	56,718	(3/85)
81	Colonial Communications	55,471	(3/85)
82	Heilicon Corporation	55,000	(4/85)
83	The Daily Press	53,000	(3/85)
84	National Telecommunications Corporation	51,300	(12/84)
85	United Video Management	49,444	(3/85)
86	Mission Cablevision	48,700	(3/85)
87	Wisconsin Cablevision and Radio Co., Inc.	48,670	(3/85)
88	Diamond Communications	48,386	(3/85)
89	First Carolina Communications, Inc.	48,384	(3/85)
90	Communicom	47,694	(1/85)
91	Riverton Communications	44,664	(3/85)
92	Joseph Sanz Cable T.V.	43,838	(3/85)
93	Chambers Communications Corporation	43,303	(3/85)
94	Whitney Communications Corporation	42,805	(3/85)
95	Metro Enterprises	42,606	(3/85)
96	Northland Communications Corporation	42,500	(4/85)
97	Dowden Communications	42,319	(6/85)
98	Donley Cablevision	41,586	(3/85)
99	Cable Holdings Inc.	40,200	(4/85)
100	New England Cablevision	38,061	(3/85)

Subscriber counts are provided by MSOs and systems to International Thomson Communications Inc.

Top 100 systems

Rank	Location	Operator	Basic subs	
1.	San Diego, CA	Cox Cable	250,415	(3/85)
2.	Woodbury (Long Island), NY	Cablevision Systems Development	232,950	(3/85)
3.	Manhattan, NY	ATC	206,900	(12/84)
4.	Florida Division (Orlando/Ormond Beach)	ATC	195,700	(12/84)
5.	San Antonio, TX	Rogers Cablesystems	190,979	(4/85)
6.	Houston, TX	Warner Amex	185,000	(3/85)
7.	East Orange, NJ	MacLean Hunter	172,246	(3/85)
8.	Honolulu, HI	ATC	156,400	(12/84)
9.	Wayne, NJ	UA Cablesystems	138,000	(4/85)
10.	Tulsa, OK	United Cable	134,989	(4/65)
11.	Cincinnati, OH	Warner Amex	133,000	(3/85)
12.	Englewood, CO	United Cable	125,405	(3/85)
13.	Cherry Hill, NJ	New York Times	123,134	(4/85)
14.	Rochester, NY	ATC	117,100	(12/84)
15.	Atlanta, GA	Prime Cable	116,642	(3/85)
16.	Baltimore County, MD	Comcast Cable	115,000	(3/85)
17.	Erie County, NY	Prime Cable	114,908	(4/85)
18.	Tidewater (Norfolk), VA	Cox Cable	113,868	(3/85)
19.	San Jose, CA	Gill Industries	106,724	(4/85)
20.	Memphis, TN	ATC	106,300	(12/84)
21.	Jacksonville, FL	Continental	106,000	(3/85)
22.	Austin, TX	ATC	102,500	(12/84)
23.	Seattle, WA	Group W	101,844	(3/85)
24.	Charlotte, NC	ATC	101,700	(12/84)
25.	San Juan, PR	Harris Cable	101,411	(3/85)
26.	Toledo, OH	Buckeye Cablevision	100,233	(4/85)
27.	Central Islip (Long Island), NY	Viacom	99,828	(3/85)
28.	Manhattan, NY	Group W	99,341	(3/85)
29.	Jefferson Parish, Kenner, LA	Cox Cable	93,666	(3/85)
30.	San Diego, CA	ATC	92,100	(12/84)
31.	San Francisco, CA	Viacom	89,000	(4/85)
32.	Warren, NJ	TKR	88,470	(3/85)
33.	Los Angeles, CA	Falcon Communications	88,137	(2/85)
34.	Wilmington, DE	Rollins Cableview	86,432	(3/85)
35.	Grand Rapids, MI	UA Cablesystems	86,000	(4/85)
36.	Seattle, WA	Viacom	85,000	(4/85)
37.	Wichita, KS	Multimedia Cablevision	83,965	(3/85)
38.	Jackson, MS	ATC	80,700	(12/84)
39.	Dallas, TX	Warner Amex	80,000	(3/85)
40.	Pompano Beach, FL	American Cablesystems	77,700	(4/85)
41.	Pittsburgh, PA	TCI	77,541	(4/85)
42.	Broward County, FL	Storer	76,000	(3/85)
43.	Phoenix, AZ	Times Mirror	75,638	(2/85)
44.	Boston, MA	Cablevision	75,524	(3/85)
45.	Baton Rouge, LA	Daniels & Associates	74,820	(3/85)
46.	Clearwater, FL	Vision Cable	74,500	(4/85)
47.	New Orleans, LA	Cox Cable	73,766	(3/85)
48.	Indianapolis, IN	Indianapolis Cablevision	72,496	(4/85)
49.	Tacoma, WA	Cable TV of Puget Sound	72,044	(4/85)
50.	Flint, MI	Comcast	72,000	(3/85)
51.	Richmond/Henrico County, VA	Continental	70,700	(3/85)
52.	South Texas, TX	Heritage	70,130	(3/85)
53.	Greensboro, NC	ATC	69,200	(12/84)
54.	Jefferson County, KY	Storer	69,000	(3/85)
55.	Cleveland Heights, OH	Viacom	69,000	(4/85)
56.	South Bend, IN	Heritage	68,347	(3/85)
57.	Santa Monica, CA	Group W	67,863	(3/85)
58.	Louisville, KY	Times Mirror	67,855	(3/85)
59.	Omaha, NE	Cox Cable	66,592	(3/85)
60.	Raleigh, NC	ATC	65,800	(12/84)
61.	Nashville, TN	Viacom	65,000	(4/85)
62.	Kansas City, MO	ATC	64,800	(12/84)
63.	Columbus, OH	Warner Amex	64,679	(3/85)
64.	St. Petersburg, FL	Group W	63,802	(3/85)
65.	Akron, OH	Warner Amex	63,562	(3/85)
66.	Buffalo, NY	TCI	63,220	(11/84)
67.	Boston Complex (Malden), MA	Warner Amex	63,190	(3/85)
68.	Worcester (Leicester), MA	Greater Media	63,073	(3/85)
69.	Oklahoma City, OK	Cox Cable	62,726	(3/85)
70.	Syracuse (suburbs), NY	NewChannels Corp.	62,463	(4/85)
71.	Fayetteville, NC	ATC	62,100	(12/84)
72.	Allentown, PA	Service Electric	62,000	(4/85)
73.	El Paso, TX	Group W	61,483	(3/85)
74.	Hartford, CT	Times Mirror	61,440	(3/85)
75.	Chicago Suburbs (Oak Park), IL	Cablevision Systems	61,285	(3/85)
76.	Madison, WI	TCI	61,257	(4/85)
77.	Monterey, CA	Western Communications	60,656	(3/85)
78.	Santa Barbara, CA	Cox Cable	60,616	(3/85)
79.	Mt. Prospect, IL	Cablenet	60,000	(3/85)
80.	Sarasota, FL	Storer	60,000	(3/85)
81.	Birmingham, AL	ATC	59,400	(12/84)
82.	Snohomish County, WA	Viacom	59,000	(4/85)
83.	Ft. Worth, TX	Sammons	59,000	(4/85)
84.	Harrisburg, PA	Sammons	58,647	(4/85)
85.	Bridgeport, CT	Cablevision Systems/ Scripps Howard	58,525	(3/85)
86.	Las Vegas, NV	Times Mirror	58,402	(3/85)
87.	New Britain, CT	United Cable	58,282	(12/84)
88.	New Haven, CT	Storer Scripps-Howard	58,000	(3/85)
89.	Des Moines, IA	Heritage	57,918	(3/85)
90.	Indianapolis, IN	ATC	57,100	(12/84)
91.	West Palm Beach, Fla.	Group W	57,067	(3/85)
92.	Stamford (Fairfield), CT	Cablevision Systems Development	56,321	(3/85)
93.	Knoxville, TN	TCI	56,303	(1/85)
94.	Albany, GA	Storer	56,000	(3/85)
95.	Binghamton, NY	NewChannels Corp.	55,687	(4/85)
96.	Shreveport, LA	ATC	55,500	(12/84)
97.	Knoxville, TN	TeleScripps	55,500	(4/85)
98.	Columbus, OH	Coaxial Communications	55,451	(3/85)
99.	Chattanooga, TN	TeleScripps	55,284	(3/85)
100.	Westchester County (New Rochelle), NY	UA Cablesystems	55,000	(4/85)